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Report Highlights:

Low purchasing power, high import duties, onerous labeling requirements, and underdeveloped retailing sector continue to thwart imports of high value food products. Nevertheless, India has a large and growing elite consumer class which is aware of quality differences and insist on world standards. The ongoing agricultural negotiations at the World Trade Organization promise much improved market access in the coming years.

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I. MARKET OVERVIEW

India is a country of striking contrasts and enormous ethnic, linguistic and cultural diversity; 2,000 miles from north to south and 1,800 miles from east to west, it is roughly one-third the size of the United States.

India is comprised of 28 states and 7 Union Territories (under federal rule) which differ vastly in resources, culture, food habits, living standards, and languages. About 70 percent of India's one billion people live in its 550,000 villages; the rest in 200 towns and cities. Religion has a major influence upon eating habits, and along with poverty shapes a predominantly vegetarian diet.

Although roughly 55 percent of Indians' consumption expenditure is on food, the spending is mostly for basic items like grains, pulses, vegetable oils and sugar and very little for processed food items. However recent consumer surveys indicate growing spending on high value products like milk, meat, eggs, and fruits and vegetables. Although eating out is becoming more popular in metropolitan cities, most Indians eat at home, where the housewife spends hours cooking food for the family.

Spurred by an impressive 5.8 percent growth in the agricultural sector from a negative growth rate of 0.2 percent in the previous year, India's Gross Domestic Product (GDP) registered a 5.4 percent growth in the Indian fiscal year 2001/02 (Apr-Mar) compared with 4 percent in 2000/01. The country's GDP at factor cost in 2001/02 was \$436 billion, implying an average per capita income of just \$420 for its 1.0 + billion people.

Nevertheless, India has a large and growing middle class, although it's much too heterogenous to be defined by simple numbers and not to be compared with the "middle class" in US. The National Council for Applied Economic Research (NCAER) projects the "consuming class" (annual household income of \$1,275 or more in the base year 1994/95) at 26 million households (130 million people) in 2001/02. Potential US exporters should understand that India's diverse agro-industrial base already offers many items at very competitive prices to meet local needs. While some consumers are aware of quality differences and insist on world standards, most must sacrifice quality for affordable prices.

Although India has historically had a highly restrictive import market, since 1997 the Indian government has gradually lifted import licensing restrictions (which had effectively banned imports). On April 1, 2001, all remaining quantitative restrictions were removed, putting India in compliance with its WTO commitment. Nonetheless, the government continues to discourage imports with the use of higher tariffs and other non-tariff barriers. Import tariffs on most consumer food products range from 35.2 to 56.8 percent, a marginal decline from the previous year. Some sensitive items such as alcoholic beverages attract much higher duties. Non-tariff barriers include onerous labeling requirements for pre-packaged goods, compulsory detention and laboratory testing of each and every food items, etc., resulting in increased demurrage and other costs. Apart from these constraints, factors which dampen prospects for imported food include a poorly developed infrastructure (roads and cold chains), unorganized retailing sector, dated food laws, and non-transparent SPS regulations.

Although market opportunities for high value (branded) foods are likely to be tempered by the likely slow down in the economy caused by a widespread drought, increased border tension with neighboring Pakistan, and a general slowdown in the software industry, some positive factors are:

- " **Trade liberalization and declining tariffs**
- " **A large and growing middle class**
- " **Increasing urbanization and exposure to Western culture**
- " **Growing health consciousness among the middle class**
- " **A steady transformation of the retail food sector in urban areas**
- " **Potential for tourism**

Advantages	Challenges
Improving Indo-US political relations	Competition from Australia, New Zealand, and other suppliers with more advantageous geographic proximity
Large and growing middle class	Predominantly vegetarian tradition
Increasing media exposure to American products and lifestyle	Diverse agro-industrial base offering many products at very competitive prices
Growing number of fast food chains and coffee cafes	Preference for fresh products and traditional foods
A steady transformation of the retail food sector in urban areas	Difficulties in accessing the vast, untapped rural markets
Increasing urbanization and growing numbers of working women	Poorly developed infrastructure (ports, roads, electricity, cold storage)
Growing food processing industry looking for imported food ingredients	Dated food laws, non-transparent SPS regulations, and high tariffs, and rampant corruption

II. EXPORTER BUSINESS TIPS

A. Food Preferences

Many Indians are vegetarian by tradition. Among those who are not, beef is generally taboo to Hindus (82% of population) and Sikhs (2% of population), who consider cows sacred. Also, many Indians are vegetarians as they simply cannot afford a non-vegetarian diet. Indians have a strong preference for fresh products and traditional spices and ingredients, which has greatly slowed the penetration of American processed foods. Refrigerators are a luxury, and microwave ovens are status symbols. However, with urbanization, rising incomes, more working women, the arrival of some food multinationals and a proliferation of fast food outlets and coffee cafes, acceptance of packaged food products is increasing. These products must usually be tailored to Indian tastes. Demand for speciality items such as chocolates, almonds and other nuts, cakes and pastries, sweetmeats (Indian sweets made mostly from milk, milk products, and fry fruits), etc., peaks during the fall festive season, especially at Diwali - the Festival of Lights. Imported food items that can be spotted in large retail stores in cities include ketchup, fruit juices,

chocolates, biscuits, chocolate syrup, cake mixes, canned soups, pop corn, potato chips, canned fish, ice cream, canned corn, etc.

According to traditional Hinduism, food is classified into three distinct categories. "Satvic" which is freshly cooked, pure vegetarian (excluding even some root crops). It is traditionally eaten by Yogis, saints and upper caste Brahmins and is said to calm the mind. "Rajasic" is non-vegetarian cuisine enriched with spices, dry fruits, butter and cream. It is eaten by the royal class and is said to invigorate the mind and body. "Tamasic" includes preserved/stored meat and leftovers. It is eaten by the lower classes and is said to make the mind and body lethargic. Although this classification is a thing of the past, many Indians still believe food shapes the personality, mood and mind. Many Indians are quite willing to try new foods, but usually return to traditional fare. While Western foods have a reasonably good chance of succeeding for casual dining, integrating them into the main meal will be more difficult.

B. Shopping Habits

Lacking home refrigeration and purchasing power, most Indians shop daily at small neighborhood speciality shops or roadside vendors (i.e., fruits and vegetables in one shop, dairy products in another, groceries in a third, and meats and fish in yet another). Only in the past few years have a few Indians been exposed to self-service supermarkets. Availability of many items, particularly fruits and vegetables, is very seasonal and people are accustomed to adjusting their diet to the season. Women do most of the shopping and make most of the food purchase decisions. Households able to afford Western imports usually have servants who buy, clean, and prepare the foods. Processed foods in great demand include ketchup and sauces, jams and jellies, table butter and ghee (melted butter), various *masalas* and curry powders (spice mixes), pickles, wheat flour, noodles, snack foods (mostly spicy Indian type), health drinks, etc. Most processed foods are sold in small containers due to customers' limited purchasing power.

C. Distribution System

Most Indian manufacturers/importers use a three-tier distribution structure which has evolved over many years: i.e., distributor, wholesaler and retailer. Gross margins are typically 4-5, 1-2 and 5-10 percent, respectively. This system significantly raises the cost of the product to the consumer. These established patterns are, however, slowly giving way to more streamlined operations. Marketers are increasingly outsourcing key distribution and logistical functions, and looking for better ways to reach consumers. With the cost of establishing warehouses becoming prohibitive, clearing & forwarding (C&F) agents are fast

becoming the norm.

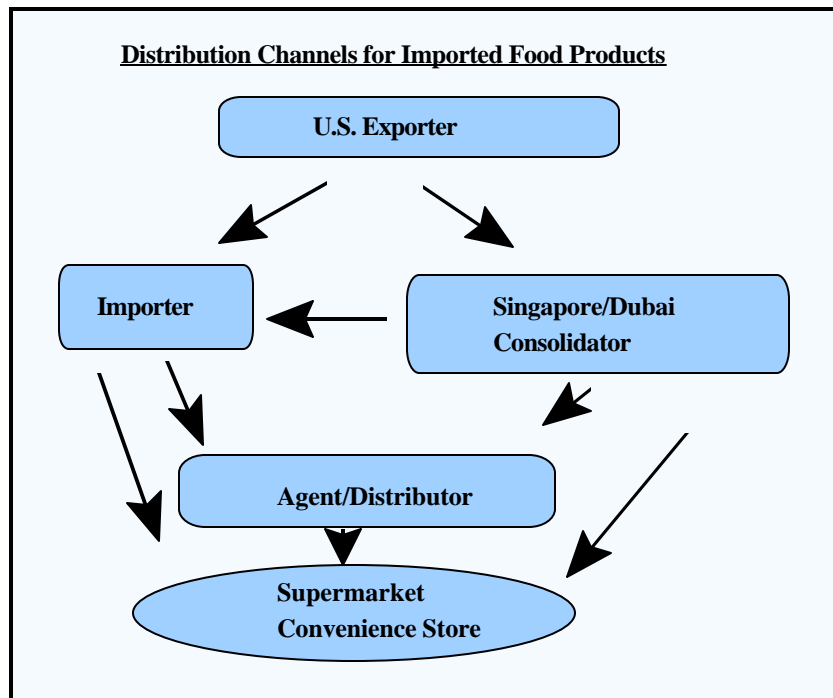
Typically, most imported food products are transhipped through regional hubs such as Dubai and Singapore due to their liberal trade policies and efficient handling. Major importers are located in Mumbai, Calcutta, Delhi, and Goa. A large share of imported foods enter through illegal smuggling. With recent trade liberalization and declining tariffs, however, smuggling is likely to diminish. Under-invoicing is a commonly used practice to lessen the burden of import taxes.

D. Infrastructure

Blessed with a coast line of nearly 4,000 miles, India has 11 international and 139 minor ports. Most important are Mumbai, Kandla, Jawaharlal Nehru, Cochin, Murmagoa, and New Mangalore on the west coast, and Chennai, Tuticorin, Vizagh, Paradeep, and Calcutta on the east coast. Container handling facilities are available at most major ports and in several cities.

Refrigerated warehousing and transportation facilities are limited and costly resulting in high storage

losses and wastes in perishable food items. Inadequate and erratic electric power supply is another factor constraining cold chain development. Whereas infrastructure projects were previously reserved for the public sector, private investors are now being encouraged to participate. Telecommunications, in particular, is benefitting from strong foreign investor interest. The pace is much slower, however, for power generation, roads, and other infrastructure needs where the payback takes longer.



E. Finding a Business Partner

It is essential to survey existing and potential markets for products before initiating export sales to India. Market research firms, located in India, can assist new exporters. As it is generally advisable to export on an FOB basis, it is not necessary to employ a local agent. However, where responsibility for port clearance rests with the exporter, it is useful to engage the services of a local customs clearing house.

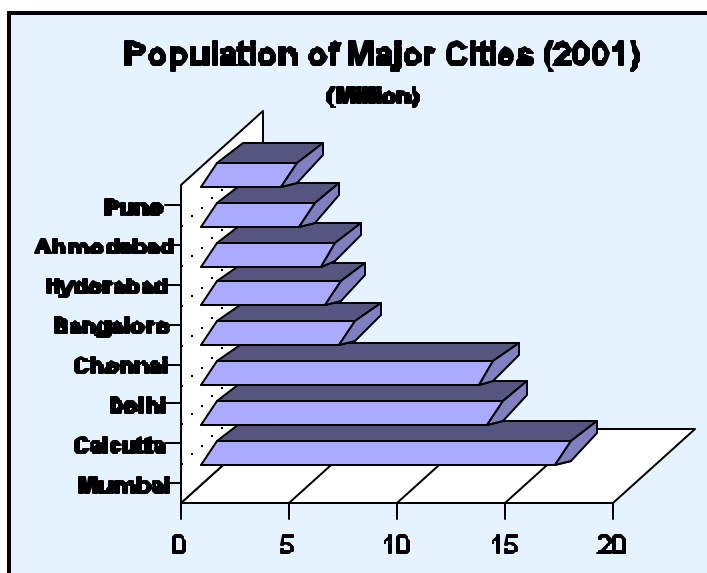
Exporters whose products have promising sales potential usually find no shortage of Indian firms willing to distribute their products/services. U.S. firms should consider the following before selecting an agent: (a)

determine who their potential customers are and where they live; (b) recognize that agents with fewer principals and smaller set-ups often are more adaptable and committed than those with large infrastructures and big reputations; (c) understand that in India it is not uncommon to appoint more than one representative for different locations and markets; (d) check the potential agent's reputation through local industry/trade associations, potential clients, bankers and other foreign companies/missions.

Franchising is another way of introducing Western products. Companies with franchises in the food sector in India include KFC, Domino's Pizza, Baskin Robbins, Wimpys, McDonalds, TGIF, and Pizza Hut. Indian companies with strong brand recognition also franchise. Direct marketing, although becoming more popular, is constrained by poor telecommunications, infrequent use of credit cards, and the inefficient state-owned banking system.

F. Advertising and Sales Promotion

Advertising and trade promotion are highly developed in India, and most major U.S. advertising firms choose local Indian partners as they know India and Indians well. In addition to government-controlled television in the regional languages (Doordarshan), there are several popular national, international and regional privately-owned channels (Star, Zee, Sony, Sun, etc.). Most urban households have televisions, and it is increasingly popular in rural areas. India also has a diverse and growing number of newspapers and glossy magazines appealing to various social, cultural and gender groups. According to an Indian Readership Survey conducted in 2001, press reaches 33.4 percent of individuals, TV 49.3 percent, radio 15.8 percent and cinema 9.7 percent. While the press reaches 56.7 percent of individuals in urban areas, it reaches only 24.5 percent in rural areas. TV coverage is 77.6 percent in urban areas and only half of that in rural areas. The Internet is the fastest growing medium with 4.19 million users, with major use confined to towns and cities. Delhi's Annual Food Expo (Ahara) and various smaller food shows around the country provide opportunities for U.S. exporters to promote their food products to important future clients.



G. Business Etiquette

Most Indian traders have traveled abroad and are familiar with Western culture, and business is conducted in much the same way as in the U.S. Most speak English. Business hours usually start late (about 11:00 a.m.) and last well into the evening. Be sure to accept when chai (tea) or a soft drink is offered. Indians love to talk, but it is wise not to say anything positive about a potential competitor. While an exchange of gifts is not necessary, most businessmen appreciate token mementoes, particularly if they reflect the subject under discussion. Indians are famous for having longer- than- scheduled meetings, so be sure to schedule

plenty of time between appointments. They also expect appointments with Western business contacts to begin on time, particularly if it is an introductory call. Try to avoid business breakfasts, especially in Mumbai; lunch and dinner are fine. Most Indian traders, particularly in Mumbai, are vegetarians.

Although Delhi (the Capital) has a cool, pleasant winter (Oct-Mar), summers (Apr-Jun) are fierce with temperatures of up to 120 degrees. Mumbai (the business hub) and most other major Indian cities have subtropical climates -- hot and humid the year around. Most Indian cities have good hotels and are well connected by airlines. It's safest to dress in slacks, sport coat and tie, although many residents dispense with the coat.

H. Import Duties

Indian tariffs are typically high and very confusing. Imports are subject to an array of duties, which include: a "basic" duty; an additional duty often referred to as a countervailing duty (CVD); and a 4 percent special additional duty (SAD).

The basic duty, which is usually an ad valorem duty, has 4 increments: 5%; 15%; 25%; and 30%. Most processed food products are in the 30% level. Exceptions are wine, liquor, raisins, poultry meat and products, vegetable oils, etc. which attract a much higher basic duty. The additional duty, which is also referred to as the countervailing duty is equal to the Central Value-Added Tax (CENVAT), which varies from 8 percent to 32 percent, depending on the product. The additional duty on most consumer food products is 16 percent. However, products prepared from fruits and vegetables are exempt from the CVD. The 4% SAD represents the incidence of sales tax and similar levies applicable on domestic goods and is computed on the aggregate of assessed value, "basic" duty, and countervailing duty. The total import tariff on most consumer food products ranges from 35.2 to 56.8 percent. The Finance Minister in his budget speech this year has reiterated his commitment to bringing peak Indian tariffs (basic) to 20 percent within three years.

I. Food Laws

Even with trade liberalization, food exporters will have to grapple with India's varied, and somewhat dated food sector laws, particularly those pertaining to the use of additives and colors, labeling requirements, packaging, weights and measures, phytosanitary regulations, and other regulatory issues relating to production and distribution. India's antiquated food laws occasionally act as an impediment to imports of food products, particularly in the case of processed foods. Following the removal of quantitative restrictions on imports of food products, the GOI issued several notifications making imported food products comply with domestic food laws. To guard against a flood of imports, the GOI created a high-powered "Standing Group" which functions as a "war room" in tracking, collating and analyzing imports of 300 sensitive items (mostly agricultural products). The GOI is also preparing legislation which would permit the imposition of temporary quantitative restrictions. While India is generally supportive of biotechnology in agriculture, its policies on the importation of products containing GMOs are vague. The consensus favors labeling. Some of the major food laws affecting food exporters are:

a. The Prevention of Food Adulteration Act (1954) and PFA Rules.

This is the basic statute established to protect consumers against adulterated food. The PFA applies to domestic and imported foods, and encompasses food colors and preservatives, pesticide residues, packaging, labeling and regulation of sales. This is somewhat similar to the Federal Food, Drug and Cosmetic Act of the United States. The Central Committee for Food Standards under the Directorate General of Health Services, Ministry of Health and Family Welfare, is responsible for the implementation of the PFA. Through a notification issued on June 15, 2001, Indian custom authorities issued a regulation that outlines new procedures for the clearance of imported food products making it mandatory that each and every imported shipment is to be detained and tested under PFA, adding delays of up to ten days and additional costs. Onerous labeling requirements for pre-packaged goods include a mandatory display of a symbol and color code to indicate that the product contains non-vegetarian food.

b. The Standards of Weights and Measures Act (1976) and the Standards of Weights and Measures (Packaged Commodities) Rules

This act established standards for weights and measures to regulate interstate trade and commerce in goods which are sold or distributed by weight, measure or number. The Rules formed under the Act require labeling on the nature of the commodity, the name and address of the manufacturer, quantity, date of manufacture, and maximum retail price. The GOI has now made it mandatory for all imported packaged food products to adhere to these labeling requirements.

c. Destructive Insects & Pests Act (1914); Plant Quarantine Rules; and Plants, Fruits and Seeds (Regulation of Imports into India) Order (1989).

This Act -- along with PFA rules -- established quality and phytosanitary specifications for imported agricultural commodities. Imports of all primary agricultural products will be subject to a Bio Security and Sanitary and Phytosanitary import permit, to be issued by the Department of Agriculture and Cooperation. The permit will be based on import risk analysis of the product to be imported.

d. Livestock Importation Act 1898

In exercise of the powers conferred by Section 3A of this Act, the government recently restricted import into India of all livestock products including meat and meat products, eggs and egg powder, milk and milk products and pet food products of animal origin.

III. MARKET SECTORS: STRUCTURES AND TRENDS

A. Food Retail

Retailing is not yet a structurally organized industry, probably as a result of the sheer size of the country, its regional diversity, and fairly limited infrastructure support. According to some experts, food and grocery retailing in India has a market size of rs. 3 trillion (\$64 billion) of which the organized retail sector has been able to capture only a fraction of a percent. India has no supermarkets in the Western sense of the word. Food products are sold by 3-4 million small grocery stores (mainly "Mom & Pop" or more accurately "Pop

and Sons" stores) operating in villages to large urban centers. Most of these outlets have very basic offerings, fixed prices, zero usage of technology, and little or no ambience. Although the rural market constitutes 70 percent of the market for many products, only about 15 percent of India's richest consumers reside there. Accessing these outlets is one of the most formidable challenges facing domestic manufacturers and potential exporters.

While there are no supermarkets, there are some larger grocery and convenience stores located in and around major cities. There are even a few large grocery "chains" operating in the South. These stores may have up to 5,000 square feet with their self-service approach, resemble U.S. supermarkets 40 years ago. Although the exact size of this segment is not available, roughly 15-20 percent of the urban population shop in such stores. The number and size of these stores is expected to grow as higher-income consumers focus more on convenience and quality. Large corporate groups are becoming interested in diversifying into retailing with large investments, independently or with foreign partners. However, the government has recently rejected the proposal to permit fresh foreign direct investment in retail sector which could retard the growth of this sector.

These "Indian Super Markets" typically deal with over 400 distributors/suppliers, each handling 3 to 4 products. Some are interested in sourcing imported food items directly from exporters. The share of imported food products currently being handled by these food chains is relatively small, and consists mainly of almonds, fruit juices, ketchup, chocolates, sauces, speciality cheeses, canned fruits/vegetables, peas and beans, cookies and cake mixes.

The convenience stores at petrol pumps (gas stations), vending all sorts of impulse buys like chocolates, soft drinks, cakes and cookies, and potato chips have made some inroads in major metropolitan cities.

B. Food Service (HRI)

The strong demand for hotel space which occurred 3-4 years ago has declined in all key segments: Indian business travel; foreign business travel; and foreign tourist. The slow down in the software industry and the recent high border tension between India and Pakistan have also affected the occupancy rate in luxury hotels. India has some excellent hotel chains, including: Indian Hotels Ltd. (Taj Group); East India Hotels Company Ltd. (Oberoi Group); ITC Ltd. (Welcome Group); Asian Hotels; and Leela Venture. Several international chains such as Radisson, Best Western, and Quality Inn have also established a presence through franchising.

Most hotels source their imports through consolidators located in Dubai, Amsterdam, Singapore, and Australia. Because of high freight costs and the small quantities involved, very little is directly procured from the US. While leading hotels note the excellent reputation of US food products, cost is a constraint. Nevertheless, the hotel and tourism sectors (which have great potential in India) provide opportunities for US exporters to position themselves in the market place.

After a slow start, the fast food industry has registered prolific growth in recent years. Most US chains -- McDonald's, KFC, Dominos, Pizza Hut -- along with local chains are doing a brisk business in the major urban areas and are now spreading into smaller cities. Although fast food chains source most of their raw

materials locally, several products such as french fries, speciality cheeses, some meats and fishery products, flavors, condiments and ingredients are often imported. This sector offers US exporters a market for the sale of some of these products. In the past few years the coffee café culture has spread throughout major cities and seems poised for further growth which should provide an opportunity for US companies to supply products such as syrups, speciality coffee, etc.

C. Food Processing

Only about two percent of India's agricultural output is further processed. These value-added food products, however, amount to \$22.2 billion and account for one-third of the value of the food sector. Although the quality tends to be poor, domestic production is the primary source of competition for foreign suppliers.

Various governments have continued to encourage the food processing industry. With investment reforms, including deregulation of the food processing industry in early 1990s, the processed food sector has attracted increasing foreign direct investment. Several multinational companies such as Pepsico, Cargill, Coca-Cola, Kelloggs, Conagra, and Pillsbury have established operations in India, in addition to fast food chains such as KFC, McDonalds, Dominos, and Pizza Hut and ice cream companies such as Walls, Baskin Robbins, etc. Existing companies such as Hindustan Lever, Nestle, Cadbury's, Britannia, Dabur, Amul, and Godrej have expanded their operations. However, despite initial enthusiasm, the foreign interest in Indian food processing industry has waned.

The Indian government is in the process of formulating a "processed food development policy" to spur growth in the food processing sector. This policy will seek to create an appropriate environment for entrepreneurs to set up food processing operations. There is also a proposal to enact Processed Food Industries Development legislation which will take into account the core elements of existing food laws that are relevant to the present day context and also introduce other provisions to cater to the industry's requirements. For details contact the Department of Food Processing Industry Website:<http://mofpi.in>

IV. BEST HIGH-VALUE PRODUCT PROSPECTS

Products	Selection Criteria
1. Fruits (apple, grapes, kiwi fruits)	Seasonal shortages and high prices for apples; increasing interest in exotic fruits among India's elite
2. Chocolates & Cookies	Import liberalization and consumer preference for imported chocolates
3. Frozen French Fries	Import liberalization, rapid growth in fast food restaurants, and non-availability of local quality potatoes for processing
4. Cheeses	Import liberalization and growth in pizza and fast food restaurants
5. Fruit Juices	Increasing health awareness among middle class and shortage of quality product locally
6. Snack foods	Increasing popularity
7. Popcorn	Non-availability of quality popcorn varieties
8. Almonds	Most popular dried fruit; high demand during festival season, and increasing use in food preparations
9. Sauces, spreads, salad dressings	Domestic non-availability, increasing popularity
10. Condiments	Increasing number of fast food outlets
11. Wine	Growing consumption; inferior domestic product
12. Food Ingredients	Rapidly-growing food processing industry

V. KEY CONTACTS AND FURTHER INFORMATION

The following reports may be of interest to U.S. exporters interested in India. These, and related reports prepared by this office, can be accessed via the FAS Home Page (<http://www.fas.usda.gov>) by clicking on "Attache Reports," and typing the report number.

IN7059	Horticultural Products
IN7064	Food Laws in India
IN7070	Consumer Food Product Market
IN7101	Market Brief on Fruit Juices
IN8018	Hotels Provide Market Access
IN8032	Agricultural Trade Barriers
IN8088	Market Brief on Ice Cream
IN9035	Market Brief on Apples
IN9037	Retail Food Sector: South India
IN9045	India: FAIRS Report
IN9065	Retail Sector Report
IN9082	Hotel, Restaurant & Institutional Food Service
IN9083	Food Processing Sector
IN1065	Shopping for Pulses

The Country Commercial Guide prepared by the Commercial Section of the US Embassy will also be of interest to exporters. This can be accessed through www.stat-usa.gov. Americans interested in doing business with India will find the following web-site very informative and useful:
www.stylusinc.com/business/india/cultural_tips.htm

For additional information and guidance please contact:

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APPENDIX I: STATISTICS**TABLE A. Key Trade & Demographic Information**

Agricultural Imports From All Countries (\$Mil)/U.S. Market Share (%) 1/	4,349 (5)
Consumer Food Imports From All Countries (\$Mil)/U.S. Market Share (%) 1/	601 (14)
Edible Fishery Imports From All Countries (\$Mil)/U.S. Market Share (%)1/	8 (1)
Total Population (Millions)/Annual Growth Rate (%) 2/	1,027 (1.93)
Urban Population (Million)/Annual Growth Rate (%) 3/	270 (2.0)
Number of Major Metropolitan Areas 3/	35
Size of Middle Class (Millions)/Growth Rate (%) 4/	130 (3)
Per Capita Gross Domestic Product (U.S. \$)	420
Per Capita Food Expenditures (U.S. \$) 5/	94
Exchange Rate (US\$1= Rupees)	48.7
Unemployment Rate (%)	NA
Per Capita Food Expenditures (U.S. \$) 4/	94
Percent of Female Population Employed	23

1/ UN trade database

2/ Census India 2001

3/ Populations in excess of 1 million: Greater Mumbai, Kolkata, Delhi, Chennai, Bangalore, Hyderabad, Ahmadabad, Pune, Surat, Kanpur, Jaipur, Lucknow, Nagpur, Patna, Indore, Varodara, Bhopal, Coimbatore, Ludhiana, Kochi, Vishakhapatnam, Agra, Varanasi, Madurai, Meerut, Nashik, Jabalpur, Jamshedpur, Asansol, Dhanbad, Faridabad, Allahabad, Amritsar, Vijayawada, Rajkot (Source: Census India 2001).

4/ People living in households with annual incomes of US\$ 1,275 or above (1994 NCAER Data)

5/ 1988/89 Consumer Expenditure Survey Data

TABLE B. Consumer Food & Edible Fishery Product Imports

India Imports (In Millions of Dollars)	Imports from the World			Imports from the U.S.			U.S Market Share		
	1998	1999	2000	1998	1999	2000	1998	1999	2000
CONSUMER-ORIENTED AGRICULTURAL TOTAL	561	601	NA	99	83	NA	18	14	0
Snack Foods (Excl. Nuts)	7	9	NA	1	1	NA	2	2	0
Breakfast Cereals & Pancake Mix	4	2	NA	4	2	NA	89	82	0
Red Meats, Fresh/Chilled/Frozen	1	1	NA	0	0	NA	0	0	0
Red Meats, Prepared/Preserved	1	1	NA	0	0	NA	0	0	0
Poultry Meat	1	1	NA	0	0	NA	0	0	0
Dairy Products (Excl. Cheese)	10	42	NA	1	1	NA	1	1	0
Cheese	1	1	NA	1	1	NA	2	1	0
Eggs & Products	1	1	NA	1	1	NA	4	15	0
Fresh Fruit	57	51	NA	0	1	NA	0	1	0
Fresh Vegetables	4	6	NA	1	1	NA	0	0	0
Processed Fruit & Vegetables	18	17	NA	1	1	NA	3	5	0
Fruit & Vegetable Juices	2	6	NA	1	1	NA	0	8	0
Tree Nuts	319	351	NA	46	38	NA	14	11	0
Wine & Beer	2	3	NA	1	1	NA	2	3	0
Nursery Products & Cut Flowers	2	1	NA	1	1	NA	6	32	0
Pet Foods (Dog & Cat Food)	1	1	NA	1	1	NA	9	3	0
Other Consumer-Oriented Products	135	112	NA	49	41	NA	36	36	0
FISH & SEAFOOD PRODUCTS	15	8	NA	1	1	NA	0	1	0
Salmon	1	1	NA	0	0	NA	0	0	0
Crustaceans	1	1	NA	0	1	NA	0	26	0
Groundfish & Flatfish	1	1	NA	0	1	NA	0	3	0
Molluscs	1	1	NA	0	0	NA	0	0	0
Other Fishery Products	14	7	NA	1	0	NA	0	0	0
AGRICULTURAL PRODUCTS TOTAL	3,729	3,881	NA	212	229	NA	6	6	0
AGRICULTURAL, FISH & FORESTRY TOTAL	4,127	4,349	NA	214	233	NA	5	5	0

Source: FAS' Global Agricultural Trade System using data from the United Nations Statistical Office

TABLE C. Top 15 Suppliers of Consumer Food & Edible Fishery Products**India: Imports**

CONSUMER-ORIENTED AGRICULTURAL TOTAL (\$,1000)			FISH & SEAFOOD PRODUCT IMPORTS (\$1,000)		
	1998	1999		1998	1999
Tanzania	111,624	98,668	Bangladesh	14,394	6,894
United States	99,159	82,945	Burma	230	610
Iran	53,954	39,768	United States	12	117
Cote d'Ivoire	19,074	37,531	Indonesia	104	96
Guinea-Bissau	18,816	36,075	Bahrain	0	74
Indonesia	43,608	31,863	Netherlands	7	16
Mozambique	24,796	25,005	Saudi Arabia	0	15
Benin	9,373	22,807	Singapore	0	9
China	11,840	22,454	Australia	4	8
Pakistan	22,249	21,450	Thailand	2	4
Afghanistan	24,077	19,178	Maldives Islands	0	3
Sri Lanka	15,692	14,285	China	47	2
Netherlands	5,825	12,534	Germany	0	1
Australia	8,508	11,754	Hong Kong	0	1
New Zealand	7,391	11,675	New Zealand	0	1
Other	85,204	112,802	Other	0	3
World	561,213	600,827	World	14,801	7,851

Source: United Nations Statistics Division